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To: Microsoft ATR
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Subject: Microsoft Settlement

The best settlement would be if Microsoft is forced to charge the same price for Windows and have to treat PC-makers the same way.

This way, PC-makers could preinstall non-Microsoft operating systems without being afraid of facing higher price for Windows-licenses. Of course Microsoft should be allowed to give volume-discounts, but for 100,000 licenses, they would have to charge the same, no matter if the PC-maker installs competing operating systems or not.

For example Vobis, a big PC-maker and former market leader in Germany was nearly driven out of business because Vobis decided to preinstall OS/2 on some computers and Microsoft responded in shipping delays and higher license-prices. A fair license price which is the same for all PC-makers would solve that problem.

This settlement would also help competitors in the application market, because PC-makers could preinstall non-Microsoft applications without fear.

For example Microsoft threatened several PC-makers not to preinstall Netscape.

Since this solution is very fair (Microsoft still can set the prices, still can give volume discounts, they just have to treat every customer the same) I think Microsoft will have a very hard time arguing against it.

Thanks for listening and regards,

Roland Seuhs